

AT DEL MAR SERVICE CENTER
ACCREDITED BUYER REPRESENTATIVE (ABR)
Basic Designation



Research has proven that real estate education helps agents grow their business. ABR designees earn twice as much as agents with no designations, and 95% of homebuyers say that they highly value agent knowledge. Tuition includes a one-year membership to the Real Estate Buyers' Agent Council. You will receive REBAC's magazine, newsletter, audiotapes, professionally created marketing tools and networking opportunities.

TOPICS COVERED

- Agency Theory and Practice
- Service Delivery
- Marketing and Promotion
- Negotiation and Risk Management
- Subprime, Predatory & High-Risk Lending
- Building your Buyer Representative Business

PROFESSIONAL ADVANTAGE

- Valuable real estate education that elevates your skills and knowledge in the eyes of home buyers
- Ongoing specialized information
- Programs and updates that help you stay on top of the issues and trends in successfully representing home buyers

LOCATION DEL MAR SERVICE CENTER

Instructor:

Ginni Field, ABR, CRB, GRI, SRES, SFR

**Thursday and Friday,
October 25 & 26, 2012**

Time: 9:00 a.m. – 4:00 p.m.

Check In: 15 minutes prior to start

Location:

SDAR's DEL MAR SERVICE CENTER
2690 Via De La Valle, #D130, Del Mar, CA 92104

Price:

REALTOR® Plus+ Members.....\$254.15
SDAR REALTORS® \$299
All Others \$325

Sponsor #: 0282

Credit: 12 Consumer Protection

NOTE: Additional requirements and fees required to obtain/maintain designation. For more information visit <http://rebac.net>.

☐ **Yes, sign me up for Accredited Buyer Representative (ABR)**

☐ **Yes, I have read the Cancellation Policy. Initial** _____

EARN 12 HOURS CONSUMER PROTECTION DRE CREDIT !

Return this form or register online www.sdar.com

Name: _____ Member #: _____ Phone: _____

☐ Home ☐ Office Address: _____ E-mail: _____

☐ Check ☐ Visa ☐ MasterCard ☐ Discover ☐ AmEx Card#: _____ Exp: _____

Amount: _____ Signature: _____

Return to: San Diego Association of REALTORS® • 4845 Ronson Court, San Diego, CA 92111 • Phone: (858) 715-8040 • Fax: (858) 715-8090



Cancellation Policy: Reservations for programs requiring payment will not be processed until payment is received. If you must cancel your reservation, a full refund will be issued if cancellation is received, in writing, three (3) business days prior. SDAR reserves the right to cancel or reschedule any program. If cancellation occurs, SDAR will issue a full refund. In the event of rescheduling, SDAR will send immediate notification and transfer all reservations (including payments) to the new date.